Q2. PRODUCTS URGENTLY NEEDED WHICH ARE AVAILABLE AT THE LOCAL MARKET BUT FOR VERY HIGH PRICES. ANNEX 3

NO	RESOURCES CONTACTED						FREQUENT
	BUSINESSMEN	ELDERS	SWEDISH COMMITTEE FOR AFGHANISTAN	KOH-I-NOOR FOUNDATION	HOUSEHOLDS	A FAMILY	
1	Clothes	Clothes	Clothes	Clothes	Clothe	Clothes	6
2	Shoes	Shoes	Shoes	-	Shoes	Shoes	5
3	Food item	Food items	Food items	-	Food items	Food items	5
4	Bicycle	-	-	Bicycle	Bicycle	Bicycle	4
5	Soap	Soap	-	-	Soap	Soap	4
6	Cooking stove	Cooking stove	-	-	Cooking stove	Cooking stove	4
7	-	Stationaries	Stationary/Notebook	-	Stationeries	Stationeries	4
8	-	Medicines	Medicines	-	Medicines	-	3
9	-	Pato	Pato	-	Pato	-	3
12	Fan	-	-	-	-	Fan	2
13	-	Sweater	-	-	-	Sweater	2
14	-	Doors and windows	Doors and windows	-	-	-	2
15	-	-	Watch	-	-	Watch	2
16	Wheel barrow	-	-	-	-	-	1
17	Cooler	-	-	-	-	-	1
18	Plastic shoe	-	-	-	-	-	1
19	-	Glass	-	-	-	-	1
20	-	Plastic	-	-	-	-	1
21	-	Carpentry wood	-	-	-	-	1
22	-	Tables and chairs	-	-	-	-	1
23	-	Socks	-	-	-	-	1
24	-	Metal stoves	-	-	-	-	1
25	-	Gas balloon	-	-	-	-	1
26	-	Toilet papers	-	-	-	-	1
27	-	Children food items	-	-	-	-	1
28	-	-	Steel bar	-	-	-	1
29	-	-	Electric equipments		-	-	1
30	-	-	-	Butter	-	-	1
31	-	-	-	Brick	-	-	1
32	-	-	-	Angle iron	-	-	1
33	-	-	-	Profile	-	-	1
34	-	-	-	-	Toys	-	1
35	-	-	-	-	Cell(battery)	-	1
36	-	-	-	-	Lump	-	1
37	-	-	-	-	Bucket	-	1
38	-	-	-	-	String	-	1
39	-	-	-	-	Cotton	-	1
40	-	-	-	-	Food items for animal	-	1
41	-	-	-	-	-	Fuel	1
42	-	-	-	-	-	Dishes/Cups/Glasses	1
43	-	-	-	-	-	Knitting products	1
44	-	-	-	-	-	Washing powder	1
45	-	-	-	-	-	Metal boxes	1

Q3. TRADES URGENTLY NEEDED BUT NOT AVALAIBLE, OR FOR VERY HIGH PRICES. Annex 4

NO	RESOURCES CONTACTED						
	BUSINESSMEN	ELDERS	HOUSEHOLDS	A FAMILY	SWEDISH COMMITTEE FOR AFGHANISTAN	KOH-I-NOOR FOUNDATION	FREQUENCY
1	Carpentry	Carpentry	Carpentry	Carpentry	Carpentry	Carpentry	6
2	Masonry	Masonry	Masonry	Masonry	Masonry	Masonry	6
3	Electric items repairing	Electric items repairing	Electric items repairing	Electric items repairing	Electric items repairing	Fan / AC repairing	6
4	Tinsmith	Tinsmith	Tinsmith	-	Tinsmith	Tinsmith	5
5	Shoe making	-	-	Shoe making	Shoe making	Shoe making	4
6	Textile	Textile	Textile	-	-	Textile	4
7	Soap making	Soap making	-	Soap making	-	Soap making	4
8	Tailoring	-	-	Tailoring	Tailoring	Tailoring	4
9	Radio, TV repairing	Radio, TV repairing	-	-	Radio, TV repairing	Radio, TV repairing	4
10	Pato weaving	Pato weaving	-	Pato weaving	Pato weaving	-	4
11	Metal works	Metal works	-	-	Metal works	Metal works	4
12	Bicycle repairing	-	-	-	Bicycle repairing	Bicycle repairing	3
13	Plumbing	-	-	-	Plumbing	Plumbing	3
14	Carpet weaving	-	Carpet weaving	-	-	Carpet weaving	3
15	-	Chicken farm	-	Chicken farm	-	Chicken farm	3
16	-	-	Driving	-	Driving	Truck driving	3
17	Car electrician	-	Car electrician	-	-	-	2
18	-	Silk production	-	-	-	Silk production	2
19	-	Knitting	-	Knitting	-	-	2
20	-	Watch repairing	-	-	-	Watch repairing	2
21	-	-	Welding	-	-	Welding	2
22	-	-	Machinery heavy rep..	-	-	Machinery heavy repai.	2
23	-	-	Motor repairing(coil)	-	-	-	2
24	-	-	-	Charpahi weaving	Charpahi weaving	-	2
25	-	-	-	Embroidery	Embroidery	-	2
26	Painting	-	-	-	-	-	1
27	Steel bar binding	-	-	-	-	-	1
28	-	Mother/child care training	-	-	-	-	1
29	-	Paper producing	-	-	-	-	1
30	-	Refrigerator repairing	-	-	-	-	1
31	-	-	Turnery	-	-	-	1
32	-	-	Motor bike repairing	-	-	-	1
33	-	-	Medical training	-	-	-	1
34	-	-	-	-	Well drilling	-	1
35	-	-	-	-	Gabion production	-	1
36	-	-	-	-	-	Tire repairing	1
37	-	-	-	-	-	Small tool making	1
38	-	-	-	-	-	Computer fixing/repair.	1
39	-	-	-	-	-	Computer training	1
40	-	-	-	-	-	English language training	1
41	-	-	-	-	-	Engine parts rebuilding	1
42	-	-	-	-	-	Cooking	1
43	-	-	-	-	-	Camera repairing	1
44	-	-	-	-	-	Furniture repairing	1
45	-	-	-	-	-	Stone masonry	1
46	-	-	-	-	-	Stone carving	1
47	-	-	-	-	-	Ceramic	1
48	-	-	-	-	-	Glass production	1

SELECTION OF TRADES

A. Trades not available or for high prices.

Annex 5

NO	SELECTION CRITERIA								SELECTION
	TRADES MOST FREQUENTLY MENTIONED	RAW MATERIAL IS AVAILABLE	TRADE IS NOT SEASONABLE	DURATION OF LEARNING SIX MONTHS	OTHER NGO IS NOT TRAINING	TRADE SUITABLE FOR			
						MALE	FEMALE	BOTH	
1	Textile	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Textile
2	Pato making	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Pato weaving
3	Carpentry	Yes	Yes	Yes	-	Yes	-	-	-
4	Electric items repairing	Yes	Yes	Yes	-	Yes	-	-	-
5	Tinsmith	Yes	Yes	Yes	-	Yes	-	-	-
6	Masonry	Yes	Yes	Yes	-	Yes	-	-	-
7	Shoes making	Yes	Yes	Yes	-	Yes	-	-	-
8	Soap making	Yes	Yes	Yes	-	Yes	Yes	Yes	-
9	Tailoring	Yes	Yes	Yes	-	Yes	Yes	Yes	-
10	Radio, TV repairing	Yes	Yes	-	-	Yes	-	-	-

SELECTION OF PRODUCTS

B. PRODUCTS AVAILABLE, BUT EXPENSIVE.

Annex 6

NO	SELECTION CRITERIA								SELECTION
	PRODUCTS MOST FREQUENTLY MENTIONED	RAW MATERIAL IS AVAILABLE	PRODUCTION IS NOT SEASONABLE	DURATION OF LEARNING SIX MONTHS	OTHER NGO IS NOT TRAINING	PRODUCTS SUITABLE FOR			
						MALE	FEMALE	BOTH	
1	Cloths	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Clothes
2	Shoes	Yes	Yes	Yes	-	Yes	-	-	-
3	Food items	-	-	-	-	-	-	-	-
4	Soap	Yes	Yes	Yes	-	Yes	Yes	Yes	-
5	Bicycle	-	-	-	-	-	-	-	-
6	Stationaries	-	-	-	-	-	-	-	-
7	Pato	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Pato
8	Cement	-	-	-	-	-	-	-	-
9	Medicines	-	-	-	-	-	-	-	-

Note: During the workshop the following definations were made for the two items mentioned in above table, CEMEN and FOOD ITEMS.

1. Cement production is a heavy industry which requires complex technolog and high investment, thus it is the the duty of development plan of the country.

2. Food items are mainly plant and animal products. Thus agriculture training is needed. This training is carried by extension network. Therefore strengthening of Jalalabad Extension survice is recommended.

SELECTION OF PRODUCTS

C. PRODUCTS NOT AVAILABLE.

Annex 6

NO	SELECTION CRITERIA								SELECTION
	PRODUCTS MOST FREQUENTLY MENTIONED	RAW MATERIAL IS AVAILABLE	PRODUCTION IS NOT SEASONABLE	DURATION OF LEARNING SIX MONTHS	OTHER NGO IS NOT TRAINING	PRODUCTS SUITABLE FOR			
						MALE	FEMALE	BOTH	
1	Incubator	-	Yes	Yes	Yes	Yes	-	-	-
2	Mosquito net	-	Yes	-	Yes	Yes	Yes	Yes	-
3	Carpet	Yes	Yes	Yes	-	Yes	Yes	Yes	-

D: CONCLUSION

Annex 7

PRIMARY SELECTION			FINAL SELECTION
PRODUCTION NOT AVAILABLE	PRODUCTION AVAILABLE BUT EXPENSIVE	TRADES NEEDED	
-	Cloths	Textile	Textile
-	Pato	Pato weaving	Pato weaving

A. Background :

It is a known fact, that often, NGOs prepare proposals and receive funds for the initiation of vocational training programs in the urban and rural centers, without actually carrying out a needs assessment. This is why often, activities are repeated and skills are trained, which do not have any relevance to the needs of the people. Hence, the semi-skilled or skilled graduates receive a certificate, with which they are not in a position to generate income, because the communities in which they live, do not require these skills or have sufficient qualified persons who master them.

It is based on this fact, that the need for a targeted survey arises, which would enable the planner to make a needs assessment prior to becoming engaged in time and money consuming work of developing a project idea and eventually fund-raising. Very often, the main and essential questions asked prior to carrying out a survey are :

1. How do I survey
2. Which method do I use in order to carry out the survey
3. What is the main criteria for carrying out the survey
4. What do I want to achieve in carrying out the vocational training program in the targeted region.

Making efforts to answer these questions, one will certainly come across terms such as marketing, marketability, people's needs, what can I find in the market, what do I need, but cannot find etc. This means, that the main target is the dweller, who will employ the skills of the trained persons. Hence, it should be found out, what the dweller needs and what it is ready to pay for. The natural consequence is, that the dweller will need to be asked.

It is with this idea in mind, that the IRC/RAP consultant - Ms. Anita Dirix - developed a tool for carrying out a market survey in search of selecting trades for vocational training in a certain area. The tool was then to be tried out by an Afghan NGO and checked with regards to its effectivity and compatibility to the Afghan situation. In this context, on a short notice, AREA was asked to carry out a pilot survey (October 21 to 25, 1995) to identify the trades needed in Jalalabad city. Thereby, the newly invented tool was to be utilized. In order to check the effectivity of the tool, Ms. Dirix joined some of the meetings of the resource group.

Further to this, AREA was given the opportunity, to utilize its own team-work-methods (ZOPP or GOPP - Goal Oriented Project Planning) for analyzing the results of the survey and suggesting trades for training in Jalalabad city. As usual, ZOPP is carried out in the presence of a team of 10 to 20 persons, who represent different backgrounds and categories. To this end, AREA invited people with experience and without experience in vocational training from different categories, such as females, males, engineers, administrators etc. Furthermore, some representatives of IRC also attended the workshop, including Ms. Dirix.

The workshop, in addition to approving the tool and considering it effective as a whole, pinpointed some weaknesses and made certain suggestions on how to improve them.

B. Introduction :

For vocational training in Afghanistan, it is important to trace the right topics to train in. Right topics are those trades, which give the trainee a potential for earning and income but which will also support the process of rehabilitation. In order to identify fields that offer good prospects to conduct training, a market survey can be an important tool. The tool as designed by Ms. Dirix, **consists of two parts**:

1. an inventory of the most needed trades and products,
2. selection of trades and products for training.

Whereas the first part, has been produced through contacting different resources to collect reliable information, the second part has been carried out in the AREA head office, utilizing the ZOPP planning method.

In order to prepare an inventory of the most needed trades and products, the following resources have been contacted during the survey in Jalalabad :

1. Two independent NGOs, which are working in Jalalabad, and are well informed about the general situation of the city, but are not working in the field of vocational training. These were The Swedish Committee for Afghanistan (SCA) and the Koh-i-Noor Foundation (KNF)
2. A Group of Businessmen, who met at the AREA regional office in Jalalabad
3. A Group of Elders, who met at the AREA regional office in Jalalabad
4. A Group of Households, who were met at a mosque
5. A family - representing the womenfolk

For producing the inventory of the most needed products and trades three different lists were made which contained the following items:

* Products, urgently needed, but not available at the local market.
* Products, urgently needed which are available at the local market, but for very high prices.
* Trades, urgently needed, but not available at the local market or available but at very high rates

For each list, certain questions have been used to guide the resources persons in the right direction. The questions for each list are the followings:

1. **Products, urgently needed, but not available at the local market.**

* Remember the last three times, you wanted to buy something, but the item was not available.
* Which other things does your family needed regularly, but is not available. Think of products which are needed for your house, for preparing food, for cultivating your land, for your profession, for.... etc. .
* Which things in your house are broken down, and you cannot replace them, because the qualified skill workers are not available in the market.
* If you are visiting other places, which kind of things would you take to your own place.

2. **Products, urgently needed which are available at the local market, but for very high prices.**

* Remember the last several times, you bought something, but the prices were much higher than previous times.
* Which other things does your family need regularly, but has become very expensive. Think about products which are needed for your house, for preparing food, for cultivating your land, for your profession, for ....etc. If the item was too expensive, how did you solve your problem?
* Which things in your house are broke down, and you cannot effort to replace them, because they are too expensive?
* If you are visiting other places, which kind of things would you take to your own place because they are much cheaper there.

3. **Trades, urgently needed, but not available or for very high prices.**

* Which things in your house are broke down, but you cannot repair them, because nobody knows, how to fix them?
* Which things in your house are broken down, and you cannot afford to repair them, because the fee for labor is too high?
* Did you send something for repair, but had to wait a very long time before it was fixed?
* Think on things which you and your family need in your house, in the kitchen, for your profession, for .... .

The lists are made in group sessions with different resource persons and when contacting the NGOs, three staff members of each organizations (SCA, KNF) have participated in providing the information. Even though, the group session might require much time to be organized, their outcome is usually more satisfactory than individual interviews.

The time required by AREA to organize group sessions, where the participants do not exceed 10 persons, is estimated at around 1.5 to 2 hours. The time consumed for organizing the group sessions / contacting the participants one by one for the session may,

however, depends on how well the surveyor knows the communities. For this survey, it did not consume much time as AREA has been operating in Jalalabad for some time. Thus already good contacts with different resource groups were available.

The information gathered, through contacting the relevant resource groups, are available in annexes.

For technical reasons, Ms. Anita Dirix observed the sessions facilitated with the group of Elders, Businessmen, SCA and a family. The last group is the only female resource contacted during the survey. The session with the households was facilitated in a mosque during a prayer time.

The second part, **selection of trades and products for training,** has been carried out during a half day workshop organized in AREA main office on November 5, 1995. In this workshop, the participants have been briefed on the results of the first part of the survey and the selection of trades was made. In addition, the participants recommended some points on how to improve the tool and correct the weaknesses.

Due to shortage of time, the list of the products were not prioritized during this workshop. Later on, the selection of the products was carried out during a small workshop organized in AREA main office on November 26, 1995. In this workshop only two staff members of AREA with highest knowledge and information about the Afghan cumminty participated.

C. Workshops Procedure :

The selection of the trades and products was done according to the following procedure:

1. Which products and skills are most frequently mentioned ?

    * Try to categorize based on frequency.
    * Focus on those which are "at the top"

2 For those products and skills "at the top", is the required raw material available at the local market?

    * Check based on the experience of the workshop participants, if the raw material is available in the region or not. Later on the moderator will need to double check the availability with the market.
    * Focus on those trades and products for which raw material is available in the local market. Thereby locally produced raw material is give priority over imported raw material.

3. Which of the identified needs or shortages can be overcome by provision of training?

- * Try to categorize based on duration of learning .
- * Focus on those skills, which can be learned within a period of 6 months.
- * Thereby priority will be given to those fields, which will be learned at a high level of know how, as compared to those, which will result in minimum / basic knowledge of the topic.

4. Are other NGOs in the same area active in training these skills or are they planning to train in these skills in the near future?

   * Focus on those, which no other NGO is training.

5. Which products and skills are suitable for women to train in ?

   * Try to categorize products and skills " suitable " for male, female, and for both sexes.

Thereby, the following principles of the workshop are required to be respected :

1. All decisions are taken based on general consensus - no voting allowed.
2. Any new recommendation must be manifested with a card on the board. No oral recommendations can be tolerated.
3. No new project ideas are allowed to be included in the priority lists. Only the market survey is to be analyzed. The workshop must reflect the opinion of the surveyed groups.

D. Recommendation :

The workshop made the following recommendations to IRC. They will hopefully be considered as an addition as to the otherwise very well designed tool. These are as follows :

1. During the course of interview, it should be considered, that the reality of the Afghan rural and urban regions requires the villager to often come to the urban centers for almost all their agricultural needs. At the same time, the urban dweller will often travel to the village to fulfill some of his/her needs. Therefore, it is absolutely necessary to contact at least one group of resource persons from the urban areas, while making a market survey for the rural areas and vise versa.

2. During the course of interviewing, at least one representative organization among the implementors of vocational training programs should be considered as a resource group. Thereby, the ideas of such a group can also be taken into consideration, thus improving the output of the survey.

3. Marketability of the products to be considered as a criteria for selection of trades and products.

4. Target group should be increased to enable them to represent as a group.

5. Participatory Rural Aprisal (PRA) tools should be used for data collection and interviewing the resources.

6. Seasonability should be considered as a criteria for selection of trades and products. Where a skill is seasonably applicable, it must not be included in a vocational training programme where such a skill has low chances of potential for earning and income.

7. When contacting the resources, the intended questions should be distributed in advance in order to give them some time to think and concentrate themselves on the issue.

E. Conclusion :

We believe, that only planned activities can be sustainable and effective. Those activities, which do not have a sound basis, will often result in wastage of time and valuable resources. It is hence, that we believe in tools, which will assist us in improving the quality of our output. One such criteria is the utilization of an effective tool, with which an appropriate needs assessment can be carried out. The tool as utilized in this pilot survey is considered to be efficient and effective. Considering certain small changes, we believe, that the tool could lead to proper decision making for investment in a very crucial field, which relates to income generation, human resource development and creation of peace through skill training.

It is hence, that AREA staff and management appreciates the tool and is proud of having been associated with the pilot survey. It is our hope, that AREA has been of service to those, who wish to implement this technology in the future.

F. Annexes :

1. List of participants
2. List of products not available in the market
3. List of products available, but very expensive
4. List of trades considered as priorities by the resource groups
5. Selection of trades made during the 1st workshop organized in AREA main office using AREA's usual planning method - ZOPP.
6. Selection of products made during the 2nd workshop organized in AREA main office.

7. Conclusion list

Annex - 1

List of Participants - 1st workshop:

S.No.	Name	Position	Organization
1.	Ms. Fukhraj	Design Engineer	AREA
2.	Mr. Rafaat Ludin	Managing Director	AREA
3.	Mr. Sayed Azim	Kabul Coordinator	AREA
4.	Mr. Zalmai	Trainer	IRC
5.	Ms. Anita Dirix	Consultant	IRC/RAP
6.	Ms. Chin Chin	Rep. & Eval. Mgr.	IRC/RAP
7.	Mr. Hashimi	Asst. Managing Dir.	AREA
8.	Mr. Lutfullah	Dir. Planning & Eng.	AREA
9.	Mr. Noor Ahmad	Regional Mgr. East	AREA
10.	Mr. Qazi Fazil Rabi	Regional Mgr. West	AREA
11.	Mr. Faridoon Daudzai Admin.	Director	AREA

List of Participants - second workshop:

1.	Mr. Hashimi	Asst. Managing Dir.	AREA
2.	Mr. Lutfullah	Dir. Planning & Eng.	AREA

Moderator of the workshop: Eng. Yama AREA

Q1. PRODUCTS URGENTLY NEEDED, BUT NOT AVAILABLE AT THE LOCAL MARKET. ANNEX 2

NO	RESOURCES CONTACTED						FREQUENCY
	BUSINESSMEN	ELDERS	SWEDISH COMMITTEE FOR AFGHANISTAN	KOH-I-NOOR FOUNDATION	HOUSEHOLDS	A FAMILY	
1	-	Mosquito net	-	-	Mosquito net	-	2
2	-	Carpet	Carpets	-	-	-	2
3	-	Incubator	-	-	-	Incubator	2
4	Oxygen regulator	-	-	-	-	-	1
5	Welding machine	-	-	-	-	-	1
6	Motor	-	-	-	-	-	1
7	Grinder	-	-	-	-	-	1
8	-	Good medicines	-	-	-	-	1
9	-	WC	-	-	-	-	1
10	-	Lab. equipment/material	-	-	-	-	1
11	-	-	Spare part of machines	-	-	-	1
12	-	-	Transformer/stabilizer	-	-	-	1
13	-	-	Intercom	-	-	-	1
14	-	-	Dish antenna	-	-	-	1
15	-	-	-	Wool	-	-	1
16	-	-	-	Leather	-	-	1
17	-	-	-	-	Sugar cane mill	-	1
18	-	-	-	-	Books	-	1
20	-	-	-	-	-	Tables and Chairs	1

Note:
Generally it was confirmed by the resources contacted that since Jalalabad is a city closed to Peshawar, thus almost everything is available there, except few specific items which are mentioned in above.

Agency for Rehabilitation & Energy-conservation in Afghanistan (AREA)

Report on

Market Survey for Selecting Suitable Trades for Vocational Training in Jalalabad City

Prepared by : Eng. Yama / AREA Monitoring Officer
Submitted by : M. Rafaat B. Ludin / AREA Managing Director
Submitted on : December 12, 1995